



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday September 2, 2010 at 9:00 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

Amended AGENDA
(Amended items are marked with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – August 5, 2010
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Proposed Changes to CE Requirements
 - 3.2 Discussion Regarding Annual Seminar
 - 3.3 Discussion Regarding Online Course Evaluation Form
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Ward & Taylor, LLC
 - 4.2.1.1 Course Title: Short Sales Updates
Credit Hours: 1.0
 - 4.2.1.2 Course Title: Risk Management
Credit Hours: 3
 - 4.2.1.3 Course Title: Short Sales & Foreclosures
Credit Hours: 3
 - 4.2.1.4 Course Title: Disclosures

	Credit Hours	3
<u>4.2.2 Course Provider: Jack Lingo, Inc.</u>		
4.2.2.1	Course Title:	The Landlord Tenant Code from the Other Side of the Fence
	Credit Hours:	3
*4.2.2.2	Course Title:	Short Sale and Foreclosure Seminar
	Credit Hours:	3
<u>4.2.3 Course Provider: McKissock</u>		
4.2.3.1	Course Title:	The Three P's of Negotiation
	Credit Hours:	5
<u>4.2.4 Course Provider: Distressed Property Institute, LLC</u>		
4.2.4.1	Course Title:	CDPE-Certified Distressed Property Expert
	Credit Hours:	14
4.2.4.2	Course Title:	Certified Distressed Property Expert
	Credit Hours:	14
<u>4.2.5 Course Provider: Sussex County Association of Realtors</u>		
4.2.5.1	Course Title:	Staging: Achieve Maximum Sales Price
	Credit Hours:	3
4.2.5.2	Course Title:	Salesperson Core/Real Estate Concepts
	Credit Hours:	3
4.2.5.3	Course Title:	Manufactured Housing
	Credit Hours:	3
4.2.5.4	Course Title:	Contract Writing
	Credit Hours:	3
4.2.5.5	Course Title:	Broker's Core
	Credit Hours:	3
<u>4.2.6 Course Provider: Delaware School of Real Estate</u>		
4.2.6.1	Course Title:	Broker's Core Course
	Credit Hours:	6
4.2.6.2	Course Title:	Don't Let Your Deal Go Down
	Credit Hours:	3
4.2.6.3	Course Title:	Short Sales & Foreclosures
	Credit Hours:	3
4.2.6.4	Course Title:	Quirks in Real Estate
	Credit Hours:	3
4.2.6.5	Course Title:	Real Estate Disclosures
	Credit Hours:	3
4.2.6.6	Course Title:	Risk Management
	Credit Hours:	3
<u>*4.2.7 Course Provider: The CE Shop</u>		
4.2.7.1	Course Title:	Roadmap to Success: Business Planning for Real Estate Professionals
	Credit Hours:	3
4.2.7.2	Course Title:	Uncle Sam has Homes for Sale: Listing and Selling HUD Homes
	Credit Hours:	3
<u>*4.2.8 Course Provider: Delaware Association of Realtors</u>		
4.2.8.1	Course Title:	GRI401: Becoming Techno Savvy
	Credit Hours:	15
<u>*4.2.9 Course Provider: New Castle County Board of Realtors</u>		
4.2.9.1	Course Title:	Salesperson Required Core Course
	Credit Hours:	3
4.2.9.2	Course Title:	Broker Required Core Course
	Credit Hours:	6
4.2.9.3	Course Title:	Ethics-Your Promise to Professionalism

	Credit Hours:	3
<u>*4.2.10 Course Provider: Delaware Tech</u>		
4.2.10.1	Course Title:	Real Estate Pre-Licensing Course (99 Hours)
	Credit Hours:	99

4.3 Review of Instructor Applications

- 4.3.1 Gerald Boutcher
Continuing Education: Professional Enhancement: Short Sales
- 4.3.2 John Ritchie
Continuing Education: Professional Enhancement: The Three P's of Negotiation
- 4.3.3 William Ward
Continuing Education: Legislative Update/Sales Person Core Course
Professional Enhancement: DE vs PA
Transactions/DEUCIOA/Disclosures/New Agency Law/Risk Management/Short Sales & Foreclosures/Understanding the Agreement of Sale
Pre-Licensing Course: Real Estate Law
- 4.3.4 Dolores Roth
Continuing Education: Professional Enhancement: CDPE
- 4.3.5 Alex Charfen
Continuing Education: Professional Enhancement: CDPE-Short Sales
- 4.3.6 Mark Boyland
Continuing Education: Professional Enhancement: CDPE
- 4.3.7 William Lucks
Continuing Education: Legislative Update/Salesperson Core Course/Broker Core Course/Professional Enhancement: Intro to Commercial Real Estate/Commercial Real Estate/Broker Core Commercial/Finance 101 for Realtors/Mortgage Financing Issues
Pre-Licensing: Orientation/Real Estate Sales
Broker's Course: Brokerage (Sales Management)/Ethics/Legal and Governmental Aspects of Real Estate
- 4.3.8 Walton Lydic
Continuing Education: Professional Enhancement: Understanding Reverse Mortgages/Reverse for Purchase/Finance 101 for Realtors/Mortgage Financing Issues
- *4.3.9 L. Robert Frame, Jr.
Continuing Education: Professional Enhancement: Introduction to Real Estate Auctions
- *4.3.10 Edward D. Hatch
Salesperson Core Course

4.4 CE Audit Review

5.0 Correspondence

- 5.1 Request for Second Review of Application for Deferred Exchanges and Capital Gains Tax from Frederick Academy

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting –October 7, 2010

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.